



**AUTHORIZED FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE
PRICELIST GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE AND SERVICES**

SIN 132-51 Information Technology Professional Services

SIN 132-100 Ancillary Supplies and/or Services

FPDS Code D399 Other Information Technology Services Not Otherwise Classified



Aiросmith Development, Inc.

32 Clinton Street, Saratoga Springs NY 12866

518-350-4060

www.airosmithdevelopment.com

Certified Women Owned Small Business

SCHEDULE 70 CONTRACT NUMBER: GS35F388GA

Period Covered by Contract: 2017-2022

Services and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal

Supply Service's Home Page via the Internet at www.gsaadvantage.gov

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1. Company Overview

Founded in 2004, Airosmith Development is a certified woman owned and operated, turnkey development company that provides wireless infrastructure site development services to commercial wireless carriers, utility companies, and local, state and federal entities seeking to expand and/or upgrade and maintain their wireless networks. We are highly specialized in site acquisition services, project management and technical construction services.

We've proven our worth to countless clients and trusted partners throughout the East coast and across the United States. Our experience provides us with the skills to understand the site development obstacles that may happen, before they happen. We mitigate issues and live by our corporate philosophy, "We do it right the first time". We are clear communicators and respect the importance of project goals, budgets and schedules and working together as a trusted partner.

2. Services

Equipment Installation

- Antenna and Microwave Systems
- Tower Inspection and Mapping
- Shelter Equipment, Radio, Network, Filters
- Generator Installation
- Tower Lighting/LED Conversions
- Backup Power Systems / Off Grid Solutions
- Full Site Construction Services

RF Services

- Microwave PATH Reliability Studies
- FCC Licensure
- Systems Integration
- Frequency and Spectrum Analysis

Trouble Shooting and Maintenance

- Existing Radio Networks and Microwave Links
- Tower and Shelter Maintenance
- Generator Maintenance

3. General Contract Information

1a.	Labor Category Description's	See below		
2.	Maximum Order			
3.	Minimum Order	\$1000.00		
4.	Geographic Coverage	50 states		
5.	Point(s) of production (city, county, and state or foreign country): Same as company address	Airosmith Development 32 Clinton Street Saratoga Springs, NY 12866		
6.	Discount from list prices or statement of net price	Prompt Payment 1% Net 20		
7.	Quantity Discounts:	1% above \$250K		

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8.	Prompt Payment Terms:	Net 30 days		
9a	Notification that Government purchase cards are accepted up to the micro-purchase threshold:	Yes		
9b	Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold			
10.	Foreign items:	None		
11a	Time of Delivery:	Specified on the Task Order		
11b	Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list. "under this heading. The Contractor may use a symbol of its choosing to highlight items in it's price list that have expedited delivery: Contact Contractor.	To be negotiated with Ordering Agency		
11c	Overnight and 2-day delivery:	To be negotiated with Ordering Agency		
12.	F.O.B Points:	Destination		
13a	Ordering Address:	Airosmith Development 32 Clinton Street Saratoga Spring NY 12866		
13b	Ordering Procedures:	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements, (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3		
14.	Payment Address:	Airosmith Development 32 Clinton Street Saratoga Spring NY 12866		
15.	Warranty Provision:			
16.	Export Packing Charges:	Not Applicable		
17.	Terms and conditions of Government Purchase Card acceptance (any thresholds above the micro-purchase level):	Contact Contract Administrator		
18.	Terms and conditions of rental, maintenance, and repair (if applicable):	Not Applicable		
19.	Terms and conditions of installation (if applicable):	Not Applicable		
20a	Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices (if applicable):	Not Applicable		
20b	Terms and conditions for any other services (if applicable)	Not Applicable		
21.	List of service and distribution points (if applicable):	Not Applicable		

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22.	List of participating dealers (if applicable):	Not Applicable		
23.	Preventive maintenance (if applicable):	Not Applicable		
24a	Environmental attributes, e.g., recycled content, energy efficiency, and /or reduced pollutants.	Not Applicable		
24b	If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/ .	Not Applicable		
25.	Data Universal Numbering System (DUNS) number	18-122-7716		
26.	Airosmith Development is registered in the Central Contractor Registration (CCR) database.			

4. RF/Microwave Development and Field Services

Our crew of communications technicians, engineers and managers are experts in engineering, network design and systems integration.

5. Systems Installation

We provide specialty construction services. Our crews consist of personnel with varied backgrounds that support clean, safe and quality workmanship. We employ college grads hungry to develop their career, RF Engineers and Veterans with backgrounds in communications systems installation and maintenance.

6. Terms and Conditions Applicable to Information Technology (IT) Professional Services (Special Item Number 132-51)

1. SCOPE

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT/IAM Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the Government location, as agreed to by the Contractor and the ordering activity.

2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)

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- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract in accordance with this clause.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

3. ORDER

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government

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per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)

a. The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically indemnified as a stop-work order issued under the clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

(1) Cancel the stop-work order, or

(2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, closure of this contract.

b. If a stop-work order issued under the clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

(1) The stop-work order results in a increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of the contract; and

(2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the contacting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

c. If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

d. If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. INSPECTION OF SERVICES

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS-COMMERICAL ITEMS (MAR 2009) (DEVIATION I-FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS-COMMERICAL ITEMS (MAR 2009) (ALTERNATE I-oct 2008) (DEVIATION I-FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders places under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF ORDERING ACTIVITY

Subject to security regulations, the ordering office shall permit Contractor access to all facilities necessary to perform the requisite IT/IAM Professional Services.

9. INDEPENDENT CONTRACTOR

All IT/IAM Professional Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering Activity.

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

“Contractor” means the person, firm unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed Government contract, without some restriction on activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the Government, ordering offices may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors

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at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT/IAM Professional services. Progress payments may be authorized by the ordering office on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. PAYMENTS

For firm-fixed price orders the Government shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I-OCT 2008) (DEVIATION I-FEB 2007) applies to time and Material orders placed under this contract. For labor-hour orders, the Payment under time-and-Material and Labor-Hour contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVEATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31 (FEB 2007) Time -and-Materials/Labor-Hour Proposal Requirements-Commercial Item Acquisition As prescribed in 16.601 € (3), insert the following provision:

(a) The Government contemplates award of Time-and-Material or Labor-Hour type of contract resulting from this solicitation.

(b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by-

- (1) the offeror;
- (2) Subcontractors; and/or
- (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user agency upon request.

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14. INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering agency in accordance with the guidelines set forth in the FAR.

15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. DESCRIPTION OF IT/IAM PROFESSIONAL SERVICES AND PRICING

- a. The Contractor shall provide a description of each type of IT/IAM Service offered under Special Item Numbers 132-51 ITIAM Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.
- c. Pricing for all IT/IAM Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices.

5. Airosmith Development Labor Categories

SENIOR PROJECT MANAGER

Responsibilities: Implements and manages labor force per project needs. Account lead responsible for managing customer relationships and providing overall strategic direction to team. Plans and executes all project management tasks to produce a successful project delivery, including project definition, planning, scheduling, risk planning, financial management and progress measurement. Manages resources to ensure projects are completed on time and within budget.

Education: Bachelor's degree in associated field, Military.

Minimum Experience: 10 years

FIELD SUPERVISOR (Senior Technician)

Responsibilities: Develops solutions and directs the work effort for all aspects of network communication construction site work per client's specifications. Insures allocation of resources

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are sufficient for timely completion of projects. Supervises the construction, repair, restructuring and deconstruction of towers, antennas and antenna systems. Responsible for site crew quality, timeliness, accuracy and schedule. Oversees all aspects of work while at the tower top and maintains ground control, insuring that all quality standards are met and a correct installation has been performed. Completes Job Safety Analysis (JSA) forms daily. Certified tower climber, Certified in Safety and Tower Rescue, OSHA 30 & 10.

Education: Bachelor's Degree in associated field, Military

Minimum Experience: Minimum of 10 years' experience

TECHNICIAN II

Responsibilities: Performs design, repair, maintenance, and installation of communications equipment on radio towers and communications radio facilities. Performs installation and/or removal of new antenna systems; including mounts, cables, support hardware, alignment as required. Operates field strength meter and is experienced with spectrum/network analyzers. Provides tower ground / facility maintenance. Certified Tower Climber, Certified in Safety and Tower Rescue, OSHA 30 & 10.

Education: Military, AAS or electronics/electrical certificates; certified tower climber.

Minimum Experience: 3 years' field experience.

TECHNICIAN I

Responsibilities: Assists in the design, repair, maintenance, and installation of communications equipment at radio towers and ground facilities. Under supervision, performs the following:

- Installation, maintenance and/or removal antenna systems on tower, including: antennas, microwave dishes, mounts, cables, fiber and support hardware
- installation, maintenance and/or removal of new ground equipment, including: radio cabinets, batteries, HVAC and generator.

Operates various radio frequency measurement related equipment, as well as all types of basic construction hand held power and manual tools.

Construction duties are performed at either ground (civil), elevated (tower/rooftop) or a combination of both. Certified Tower Climber, Certified in Safety and Tower Rescue, OSHA 30 & 10.

Reports to Field Supervisor.

Education: High School education and/or military training.

Minimum Experience: 1 year construction trade experience (electrical, fiber optics, carpentry, welding).

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ADMINISTRATIVE ASSISTANT

Responsibilities: Provides clerical support for Senior Project Manager, assists in the preparation of reports, performs daily office duties including scheduling appointments, ordering office supplies, data entry and filing. Proficient in MS Office.

Education: High School education and/or military training.

Minimum Experience: 1 year experience

6. Airosmith Development GSA Price List

Special Item Number (SIN)	Airosmith Labor Category	GSA Hourly Rate (Inclusive of 3% IFF)
132-51	Senior Project Manager	\$ 149.79
132-51	Field Supervisor	\$ 115.79
132-51	Technician II	\$ 82.94
132-100	Technician I	\$ 63.42
132-100	Administrative Assistant	\$ 34.00

"The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated (**) SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).

Airosmith Pricing - Effective April 25, 2017					
Commercial Labor Category	April 25, 2017- April 24, 2018	April 25, 2018 - April 24, 2019	April 25, 2019- April 24, 2020	April 25, 2020- April 24, 2021	April 25, 2021- April 24, 2022
SENIOR PROJECT MANAGER	145.39	147.57	149.79	152.04	154.32
FIELD SUPERVISOR (Senior Technician)	112.39	114.08	115.79	117.53	119.29
TECHNICIAN II	80.50	81.71	82.94	84.18	85.44
TECHNICIAN I	61.56	62.48	63.42	64.37	65.34
Administrative Assistant	33.00	33.50	34.00	34.51	35.03